

Message Text

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PAGE 01 MONTRE 00340 132339Z

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /020 W

----- 088053

R 132125Z MAR 74

FM AMCONSUL MONTREAL

TO USDOC WASHDC

INFO SECSTATE WASHDC 4507

UNCLAS MONTREAL 0340

USDOC

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: STATE A-7947 OF SEP 20, 1973

1. 122/04/P0027

2. 031274

E. P. AYLWARD

4. 122 CANADA

5. ID

6.A. TELEX, CALL, OR WRITE --

6B. MR. DUNCAN RENNIE, VICE PRESIDENT

6C. CROMPTON PARKINSON ELECTRICAL LTD.

9246 BOIVIN STREET

LASALLE, QUEBEC H8R 3T7

7. TELEX 05-24193; TELEPHONE (514) 363-0363

8. --

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PAGE 02 MONTRE 00340 132339Z

9. 112

10. DESCRIPTION.

3621221, 3621222, 3621223, 3621226-0100.

POLYPHASE-INDUCTION AC MOTORS IN RANGE FROM ONE TO ONE HUNDRED AND TWENTY-FIVE HORSEPOWER; MUST BE EXPLOSION-PROOF FOR USE IN INDUSTRIES PROCESSING FLAMMABLES. PROJECTED SALES DURING SECOND YEAR COULD EASILY BE 300,000 DOLLARS.

3566035, 366036, 3566038, 3566039-0025

SPEED-REDUCING, GEAR MOTORS BOTH WORM AND HELICAL-HERRINGBONE TYPES RANGING FROM 1 TO MORE THAN 5 HORSEPOWER. FIRST YEAR SALES VOLUME EXPECTED TO BE BETWEEN TWENTY-FIVE AND ONE HUNDRED THOUSAND DOLLARS, AND CROMPTON-PARKINSON'S POTENTIAL FOR REPRESENTATION IS CONSIDERED TO BE ONE HALF MILLION DOLS.

MR. RENNIE OF CROMPTON PARKINSON ELECTRICAL LTD. HAS SPECIFIED THAT DISTRIBUTION RIGHTS WOULD HAVE TO BE CANADA-WIDE AND WOULD PREFER, BUT WOULD NOT INSIST ON, EXCLUSIVE DISTRIBUTORSHIP. SALES WOULD BE TO PRESENT OEM ACCOUNTS IN THE PROCESSING INDUSTRIES. CROMPTON PARKINSON IS SUBSIDIARY OF WELL-KNOWN BRITISH CORPORATE GIANT, HAWKER-SIDDELEY. THE CANADIAN OPERATION BEGAN A DISTRIBUTORSHIP FOR CROMPTON PARKINSON'S BRITISH-MADE INDUSTRIAL AC AND FHP MOTORS, METERS AND OTHER PANEL INSTRUMENTS. IN RECENT YEARS, NON-CROMPTON PARKINSON LINES ADDED TO CANADIAN DISTRIBUTION CHANNELS INCLUDE BRITISH-MADE HRC FUSES AND SELECTOR SWITCHES, AS WELL AS AN AMERICAN MANUFACTURER'S EXPLOSION-PROOF, FRACTIONAL-INTEGRAL MOTORS. CROMPTON PARKINSON EMPLOYS TOTAL OF 35 PERSONS AT ITS MAIN OFFICE-WAREHOUSE IN LASALLE (INDUSTRIAL SUBURB OF MONTREAL) AND AT BRANCH OFFICE IN REXDALE, ONTARIO. THESE TWO OFFICES SERVE ALL OF QUEBEC AND ONTARIO, WITH OTHER AREAS OF CANADA BEING COVERED BY FIVE MANUFACTURER'S AGENTS. IN ADDITION TO BEING A STOCKING DISTRIBUTOR, AT LASALLE THERE IS A REPAIR FACILITY FOR ELECTRIC MOTORS AND METERS AND SOME CUSTOMIZING IS OCCASIONALLY DONE.

POST COMMENT: WHILE THE COMPANY WANTS THIS TRADE PROPOSAL TO UNCLASSIFIED

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PAGE 03 MONTRE 00340 132339Z

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MONTRE00340
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: MONTREAL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740347/aaaabryj.tel
Line Count: 110
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE A-7947 OF SEP 20, 1973
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 12 JUL 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 JUL 2002 by elbezefj>; APPROVED <10 DEC 2002 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORTUNITY
TAGS: BGEN, CA
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005